

Message Text

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65

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 AGR-05 AID-05 CIAE-00 COME-00

FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03

SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 STR-04 L-03 PA-01

PRS-01 EUR-12 /075 W

----- 116014

R 091730Z JUL 75

FM AMEMBASSY BRASILIA

TO SECSTATE WASHDC 253

AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

LIMITED OFFICIAL USE BRASILIA 5631

PASS AGRICULTURE

E. O. 11652: N/A

TAGS: EAGR, BR

SUBJECT: FURTHER ATTEMPT FOR DIRECT TRADING BETWEEN BRAZILIAN
AND EUROPEAN COOPERATIVES

REFS: BRASILIA 0496, PARIS 16632, BONN 10280

1. DUTCH POWERFUL PURCHASING COOP NCB (VEGHEL) AGREED IN
PRINCIPLE TO ENTER INTO AGREEMENT WITH TOPCOOP SERVING
DUTCH FARMERS' COLONIES IN STATE OF SAO PAULO TO BUY IN FUTURE
FIXED QUANTITY OF SOYMEAL AS SOON AS LATTER HAS CRUSHING PLANT ON
STREAM. WORLD MARKET PRICE WOULD GOVERN FUTURE CONTRACT.

2. IN AUGUST DUTCH AGRICULTURAL DELEGATION (DE ZEEUW; MINAG
VAN BEUKERING; PRODUCTION BOARD MERTENS RAIFEISEN BANK) WILL
VISIT BRAZIL AND AGATT HAS IMPRESSION THAT THEY ALSO MAY
PURSUE POSSIBILITY OF LONGTERM CONTRACTS.

3. STRONG SUPPORT GIVEN BY GOB TO COOPERATIVES (WHICH NOW
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CONTROL 75 PERCENT IN SOYBEAN EXPORTS), IN EFFORT TO

MITIGATE EARLIER DOMINANCE BY MULTINATIONALS, MAKES OVER-
TURES BY EUROPEAN COOP'S PALATABLE TO GOB.

4. PAST EXPERIENCE OF COMBINED US GRAIN COOPERATIVES TO
CHALLENGE MULTINATIONALS CAME TO NAUGHT MAINLY BECAUSE INTER-
NATIONAL GRAIN TRADE DERIVES PROFITS FROM COMBINATION OF
COUNTRY/TERMINAL ELEVATOR OPERATION; POSITION IN FREIGHT
MARKET AND FLEXIBILITY IN SWAPPING SOURCES OF SUPPLY AS WELL
AS DESTINATIONS.

5. QUANTITIES DISCUSSED IN ABOVE MENTIONED COOP DEALS
LIMITED AND SHOULD NOT AFFECT BULK OF US EXPORTS.
CRIMMINS

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NNN

Message Attributes

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